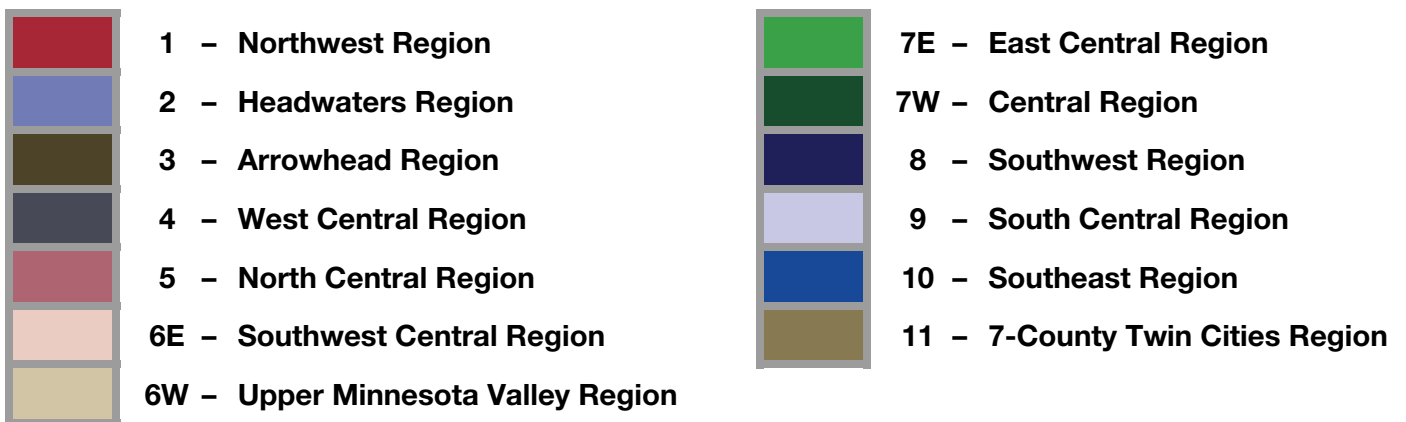
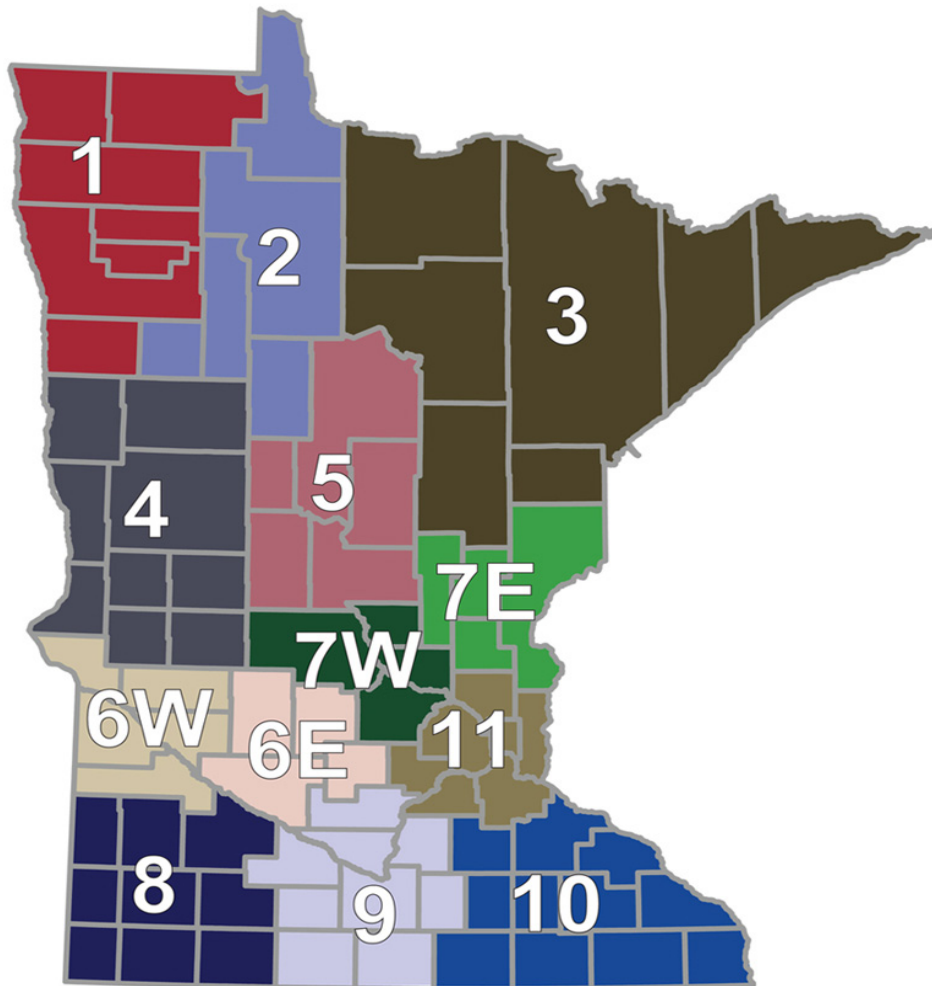


# Minnesota Regional Development Organizations



# Local Market Update for December 2016

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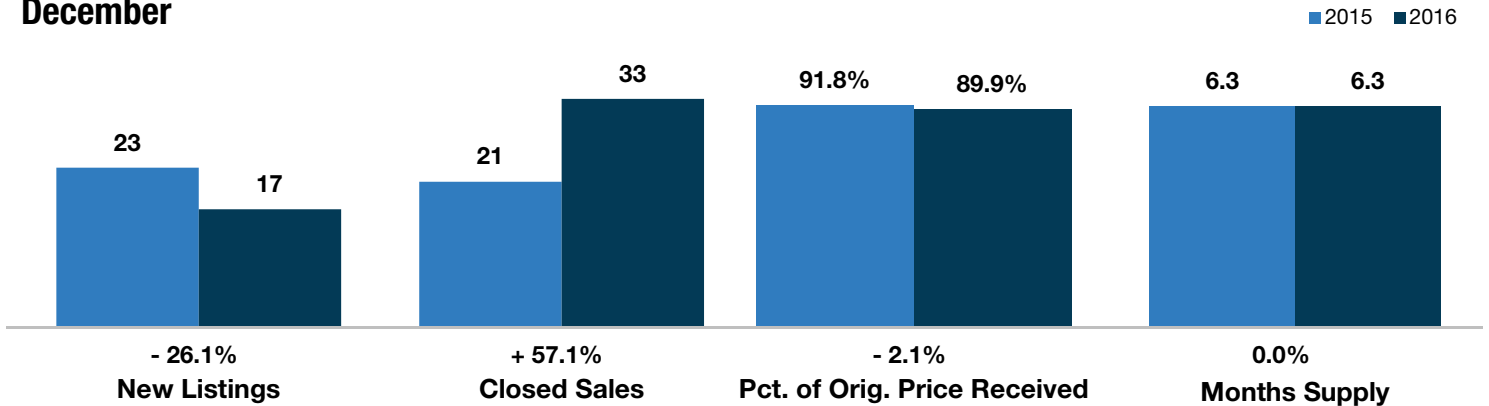


## 1 – Northwest Region

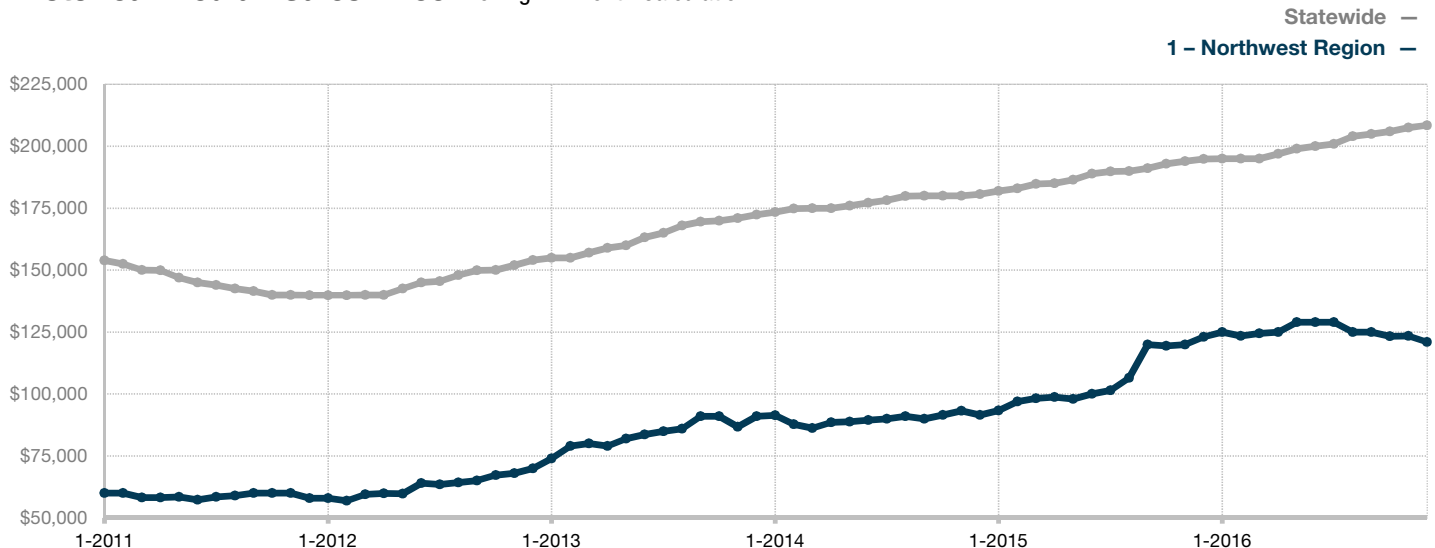
Key Metrics	December			Year to Date		
	2015	2016	Percent Change	Thru 12-2015	Thru 12-2016	Percent Change
New Listings	23	17	- 26.1%	435	574	+ 32.0%
Closed Sales	21	33	+ 57.1%	285	371	+ 30.2%
Median Sales Price*	\$141,500	\$128,950	- 8.9%	\$123,000	\$121,000	- 1.6%
Percent of Original List Price Received*	91.8%	89.9%	- 2.1%	92.4%	92.0%	- 0.4%
Days on Market Until Sale	163	176	+ 8.0%	133	150	+ 12.8%
Months Supply of Inventory	6.3	6.3	0.0%	--	--	--

\* Does not account for sale concessions and/or down payment assistance. Note: Activity for one month can sometimes look extreme due to small sample size.

### December



### Historical Median Sales Price Rolling 12-Month Calculation



# Local Market Update for December 2016

A Research Tool Provided by the Minnesota Association of REALTORS®

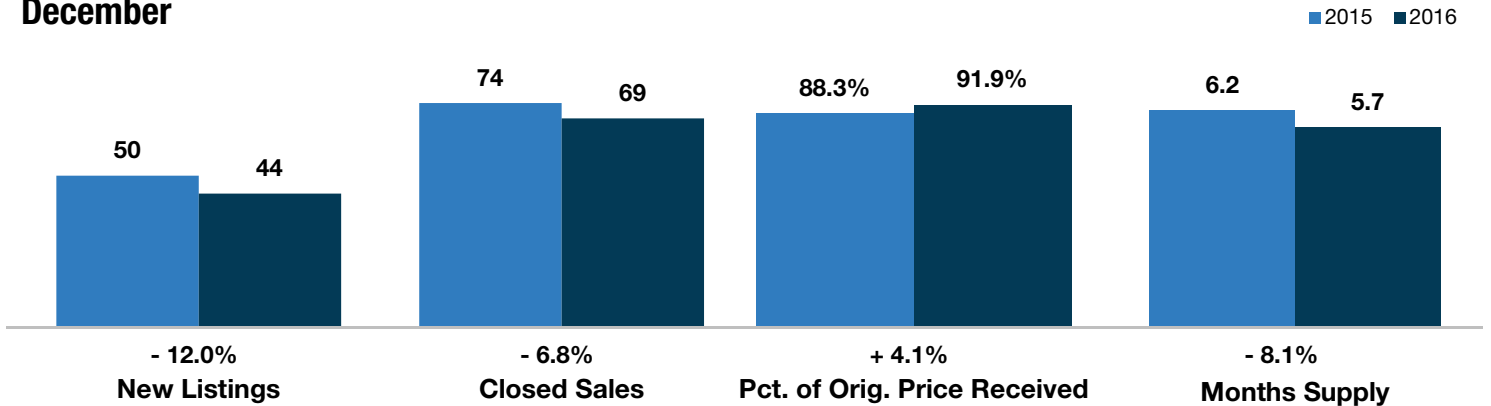


## 2 – Headwaters Region

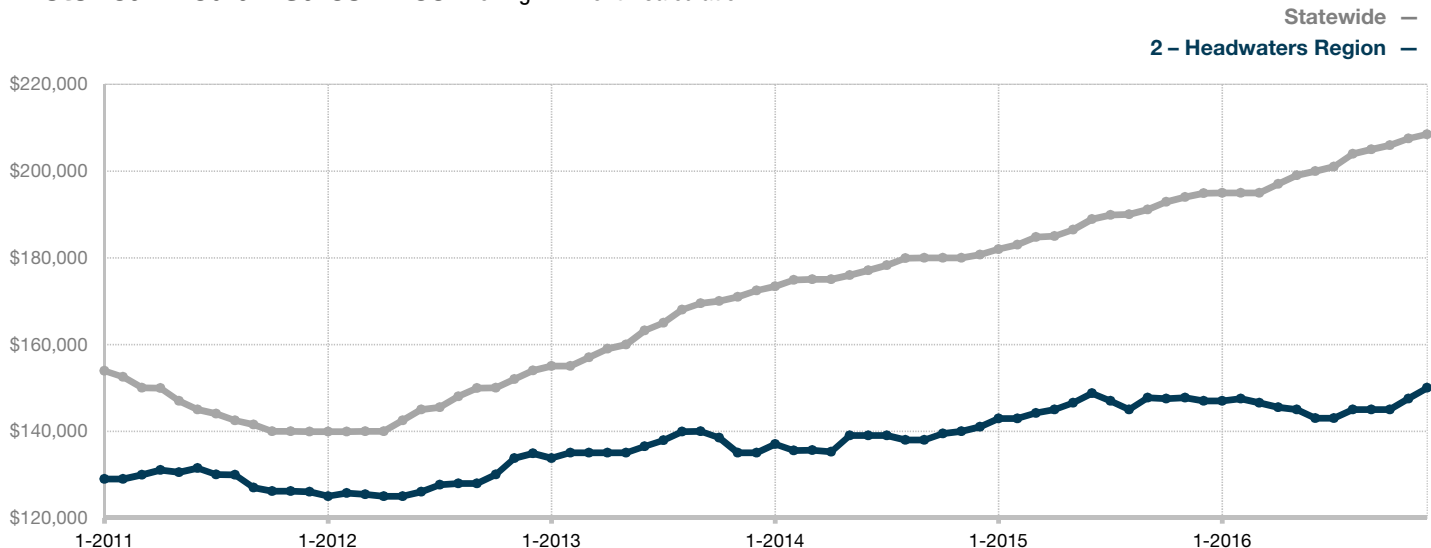
Key Metrics	December			Year to Date		
	2015	2016	Percent Change	Thru 12-2015	Thru 12-2016	Percent Change
New Listings	50	44	- 12.0%	1,687	1,641	- 2.7%
Closed Sales	74	69	- 6.8%	1,028	1,056	+ 2.7%
Median Sales Price*	\$128,500	\$152,000	+ 18.3%	\$147,000	\$150,000	+ 2.0%
Percent of Original List Price Received*	88.3%	91.9%	+ 4.1%	91.8%	93.0%	+ 1.3%
Days on Market Until Sale	158	146	- 7.6%	145	136	- 6.2%
Months Supply of Inventory	6.2	5.7	- 8.1%	--	--	--

\* Does not account for sale concessions and/or down payment assistance. Note: Activity for one month can sometimes look extreme due to small sample size.

### December



### Historical Median Sales Price Rolling 12-Month Calculation



# Local Market Update for December 2016

A Research Tool Provided by the Minnesota Association of REALTORS®

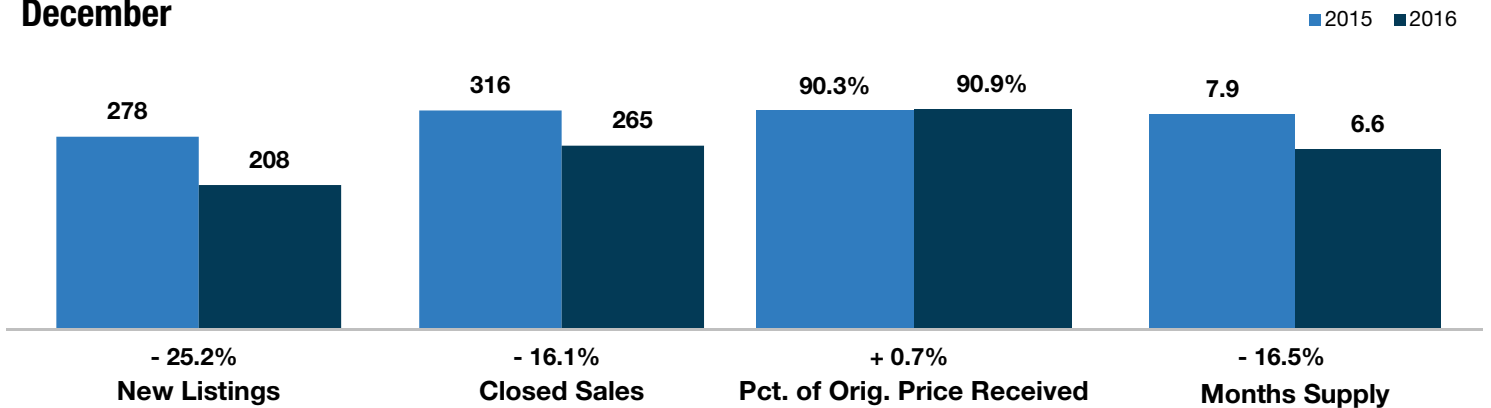


## 3 – Arrowhead Region

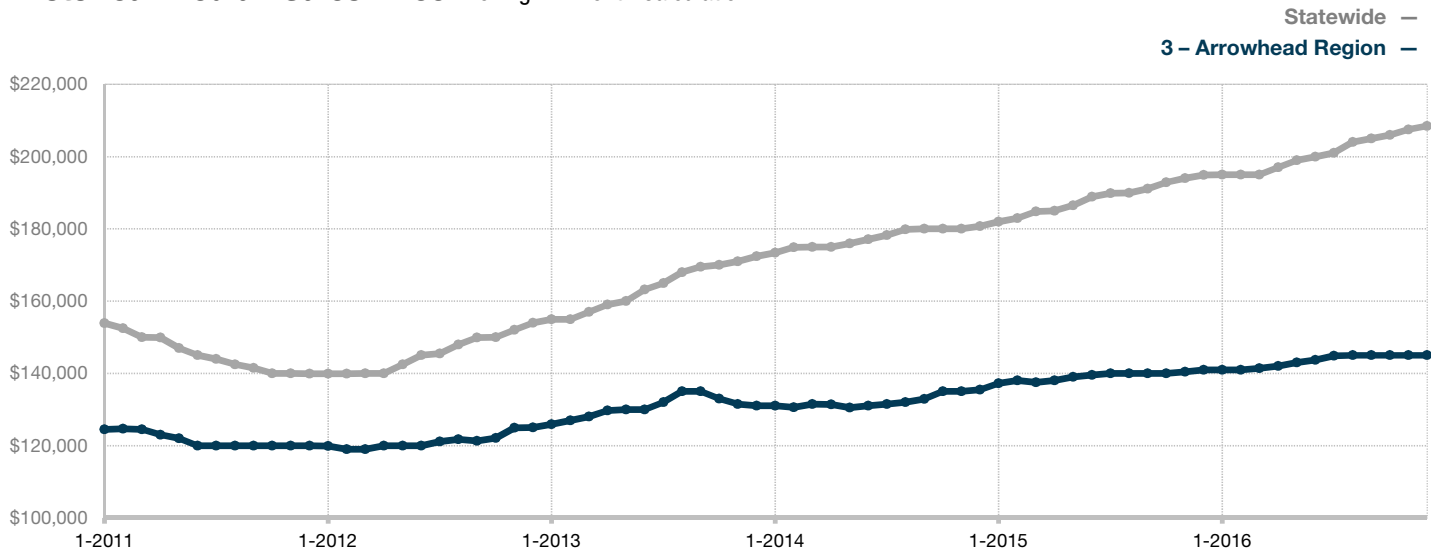
Key Metrics	December			Year to Date		
	2015	2016	Percent Change	Thru 12-2015	Thru 12-2016	Percent Change
New Listings	278	208	- 25.2%	8,024	7,739	- 3.6%
Closed Sales	316	265	- 16.1%	4,384	4,653	+ 6.1%
Median Sales Price*	\$139,900	\$126,750	- 9.4%	\$141,000	\$145,000	+ 2.8%
Percent of Original List Price Received*	90.3%	90.9%	+ 0.7%	91.8%	92.2%	+ 0.4%
Days on Market Until Sale	127	104	- 18.1%	112	105	- 6.3%
Months Supply of Inventory	7.9	6.6	- 16.5%	--	--	--

\* Does not account for sale concessions and/or down payment assistance. Note: Activity for one month can sometimes look extreme due to small sample size.

### December



### Historical Median Sales Price Rolling 12-Month Calculation



# Local Market Update for December 2016

A Research Tool Provided by the Minnesota Association of REALTORS®

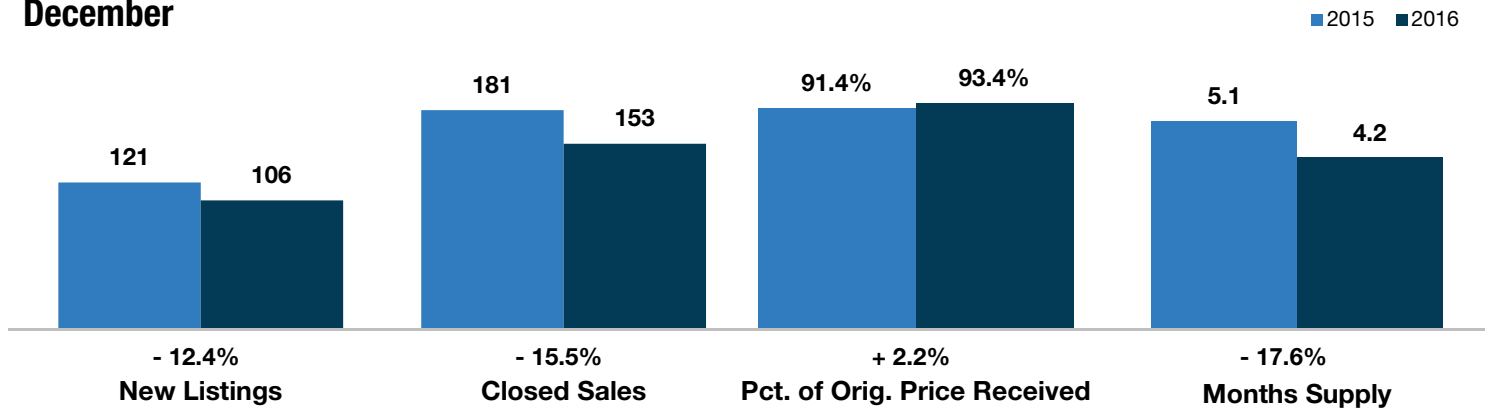


## 4 – West Central Region

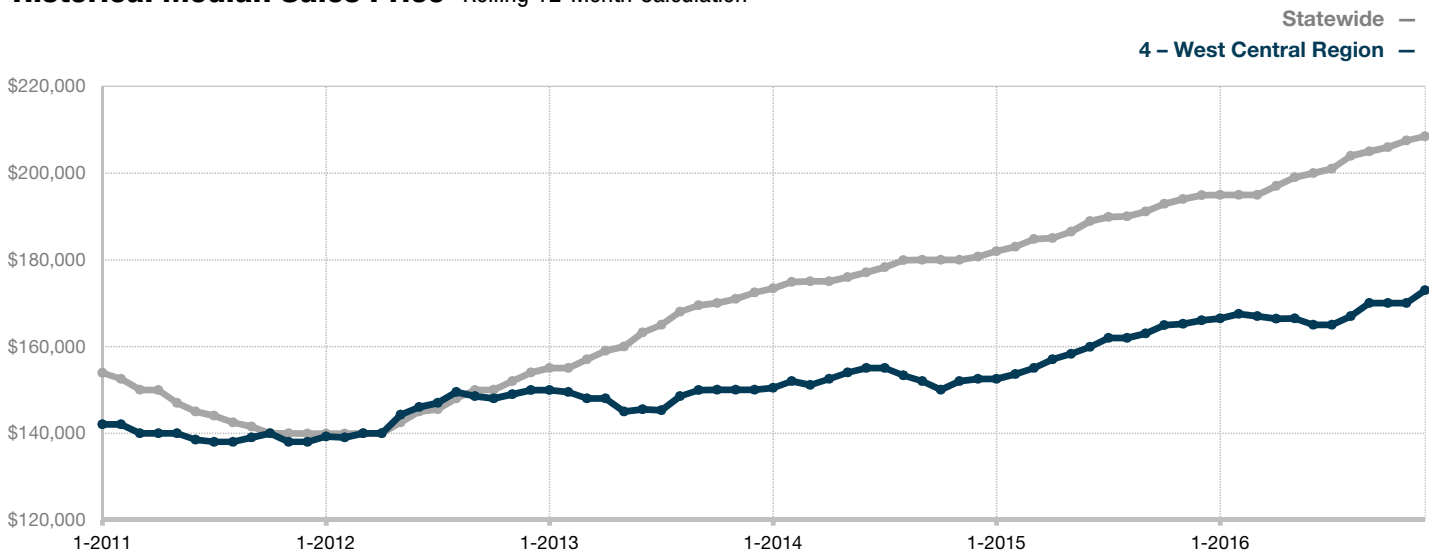
Key Metrics	December			Year to Date		
	2015	2016	Percent Change	Thru 12-2015	Thru 12-2016	Percent Change
New Listings	121	106	- 12.4%	3,837	3,719	- 3.1%
Closed Sales	181	153	- 15.5%	2,506	2,553	+ 1.9%
Median Sales Price*	\$158,635	<b>\$184,500</b>	+ 16.3%	\$166,000	<b>\$173,000</b>	+ 4.2%
Percent of Original List Price Received*	91.4%	<b>93.4%</b>	+ 2.2%	92.7%	<b>93.5%</b>	+ 0.9%
Days on Market Until Sale	113	<b>92</b>	- 18.6%	104	<b>95</b>	- 8.7%
Months Supply of Inventory	5.1	<b>4.2</b>	- 17.6%	--	--	--

\* Does not account for sale concessions and/or down payment assistance. Note: Activity for one month can sometimes look extreme due to small sample size.

### December



### Historical Median Sales Price Rolling 12-Month Calculation



# Local Market Update for December 2016

A Research Tool Provided by the Minnesota Association of REALTORS®

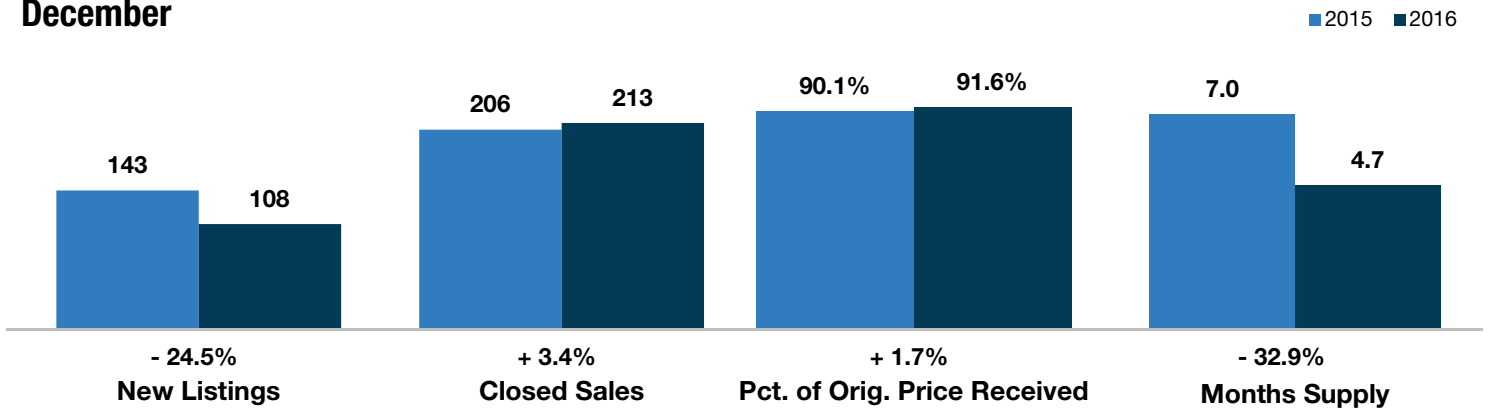


## 5 – North Central Region

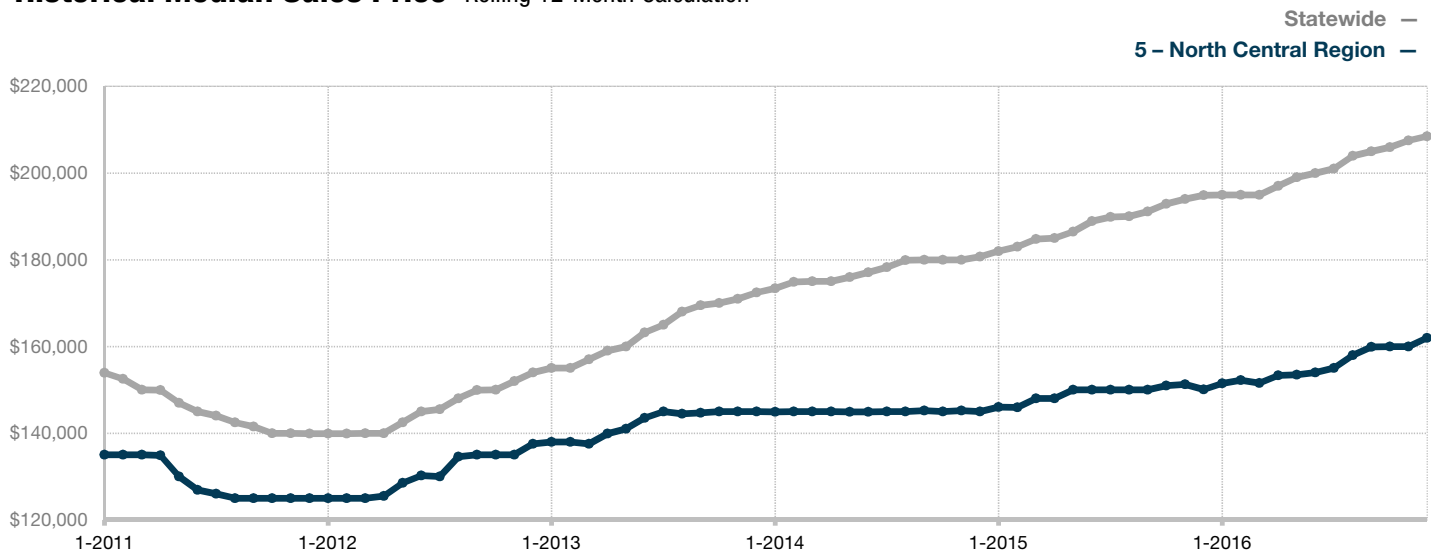
Key Metrics	December			Year to Date		
	2015	2016	Percent Change	Thru 12-2015	Thru 12-2016	Percent Change
New Listings	143	<b>108</b>	- 24.5%	4,848	<b>4,390</b>	- 9.4%
Closed Sales	206	<b>213</b>	+ 3.4%	2,786	<b>2,919</b>	+ 4.8%
Median Sales Price*	\$136,000	<b>\$151,600</b>	+ 11.5%	\$150,050	<b>\$162,000</b>	+ 8.0%
Percent of Original List Price Received*	90.1%	<b>91.6%</b>	+ 1.7%	91.7%	<b>92.5%</b>	+ 0.9%
Days on Market Until Sale	109	<b>102</b>	- 6.4%	112	<b>109</b>	- 2.7%
Months Supply of Inventory	7.0	<b>4.7</b>	- 32.9%	--	--	--

\* Does not account for sale concessions and/or down payment assistance. Note: Activity for one month can sometimes look extreme due to small sample size.

### December



### Historical Median Sales Price Rolling 12-Month Calculation



# Local Market Update for December 2016

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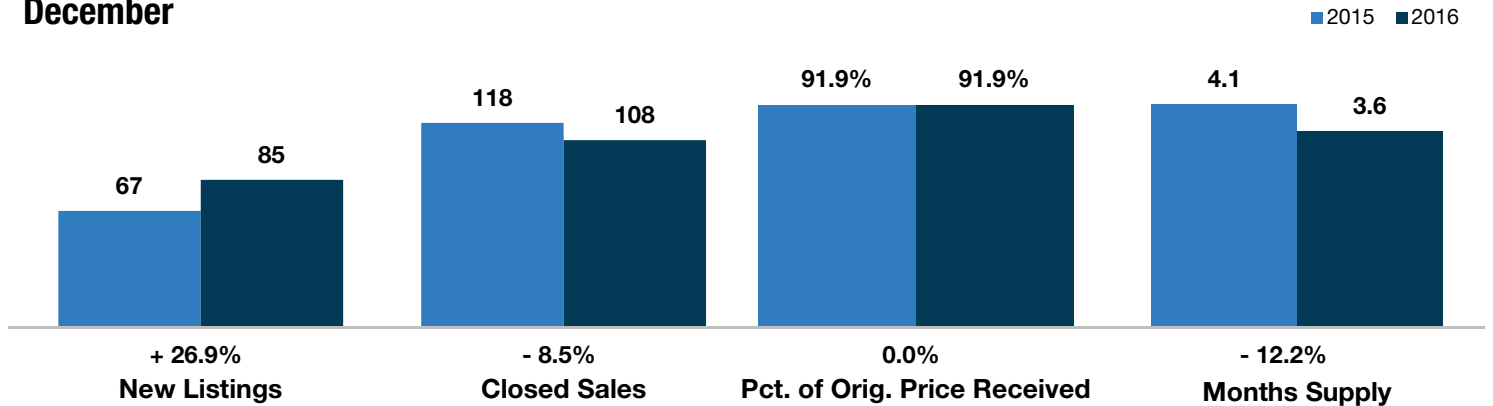


## 6E – Southwest Central Region

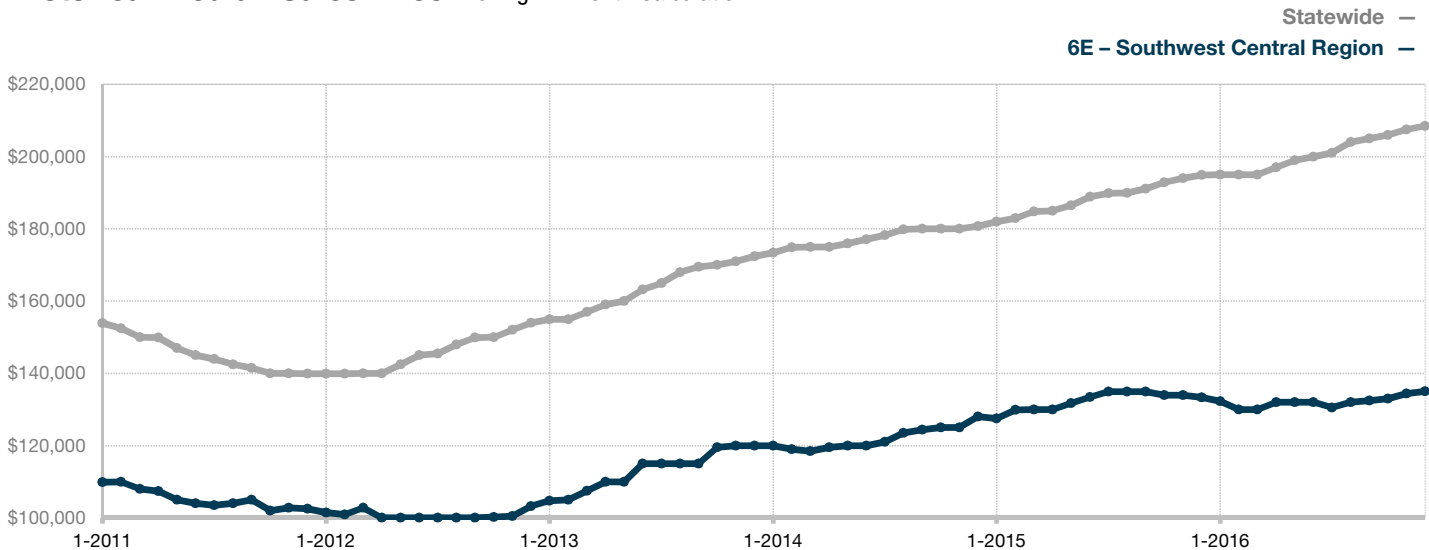
Key Metrics	December			Year to Date		
	2015	2016	Percent Change	Thru 12-2015	Thru 12-2016	Percent Change
New Listings	67	85	+ 26.9%	2,200	2,038	- 7.4%
Closed Sales	118	108	- 8.5%	1,625	1,635	+ 0.6%
Median Sales Price*	\$124,850	\$137,750	+ 10.3%	\$133,375	\$135,000	+ 1.2%
Percent of Original List Price Received*	91.9%	91.9%	0.0%	93.4%	94.3%	+ 1.0%
Days on Market Until Sale	91	82	- 9.9%	90	85	- 5.6%
Months Supply of Inventory	4.1	3.6	- 12.2%	--	--	--

\* Does not account for sale concessions and/or down payment assistance. Note: Activity for one month can sometimes look extreme due to small sample size.

### December



### Historical Median Sales Price Rolling 12-Month Calculation



# Local Market Update for December 2016

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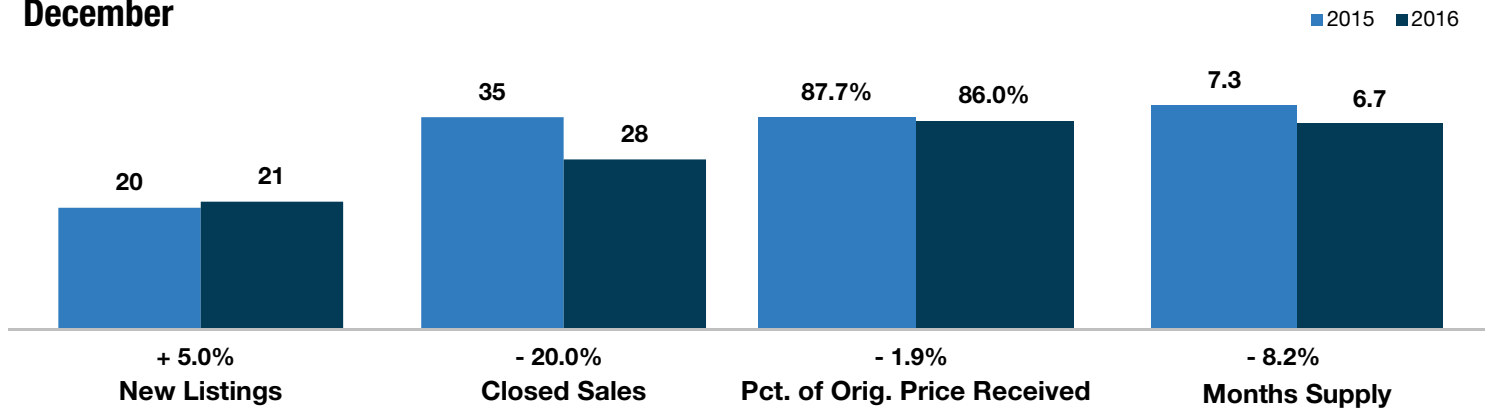


## 6W – Upper Minnesota Valley Region

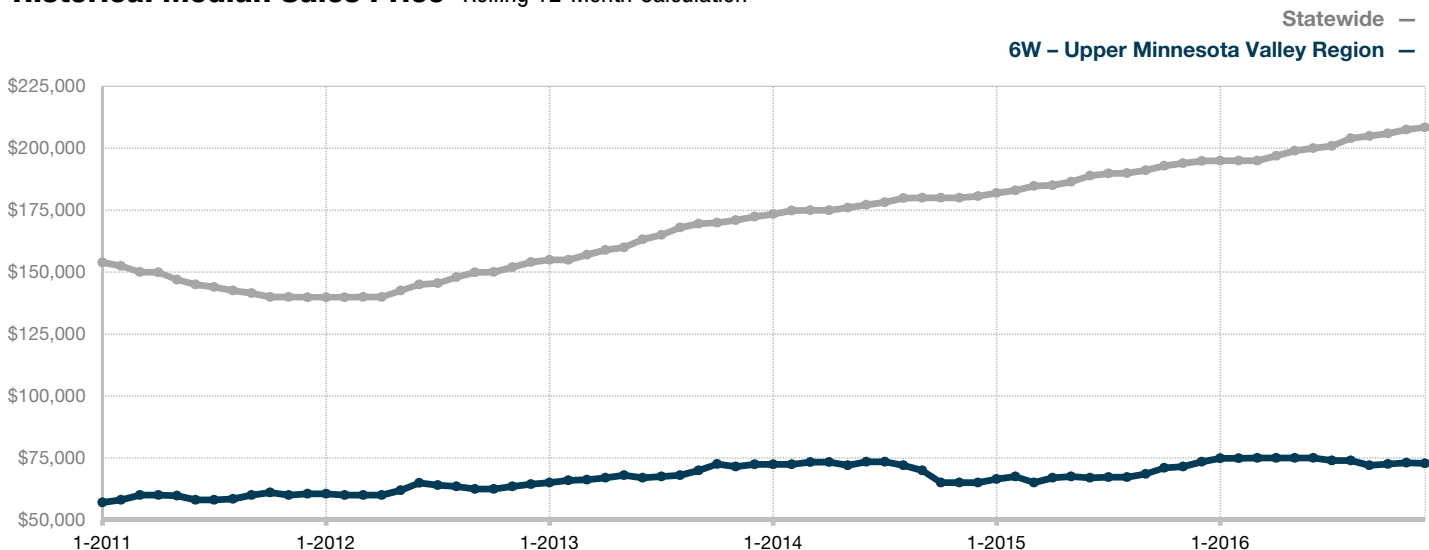
Key Metrics	December			Year to Date		
	2015	2016	Percent Change	Thru 12-2015	Thru 12-2016	Percent Change
New Listings	20	21	+ 5.0%	546	535	- 2.0%
Closed Sales	35	28	- 20.0%	395	420	+ 6.3%
Median Sales Price*	\$90,425	<b>\$83,000</b>	- 8.2%	\$73,500	<b>\$72,750</b>	- 1.0%
Percent of Original List Price Received*	87.7%	<b>86.0%</b>	- 1.9%	87.0%	<b>87.0%</b>	0.0%
Days on Market Until Sale	185	<b>128</b>	- 30.8%	157	<b>142</b>	- 9.6%
Months Supply of Inventory	7.3	<b>6.7</b>	- 8.2%	--	--	--

\* Does not account for sale concessions and/or down payment assistance. Note: Activity for one month can sometimes look extreme due to small sample size.

### December



### Historical Median Sales Price Rolling 12-Month Calculation





# Local Market Update for December 2016

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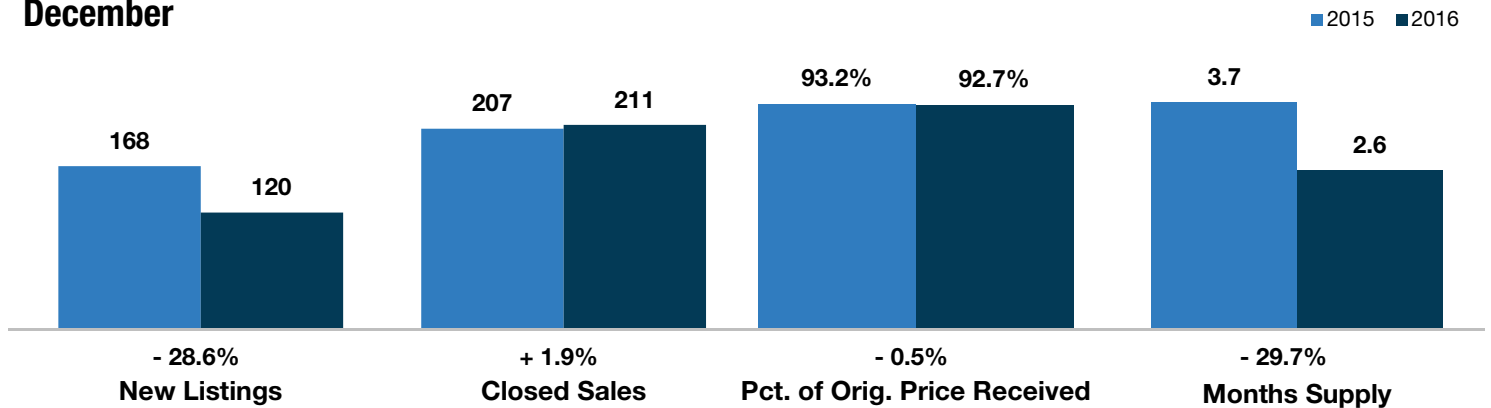


## 7E – East Central Region

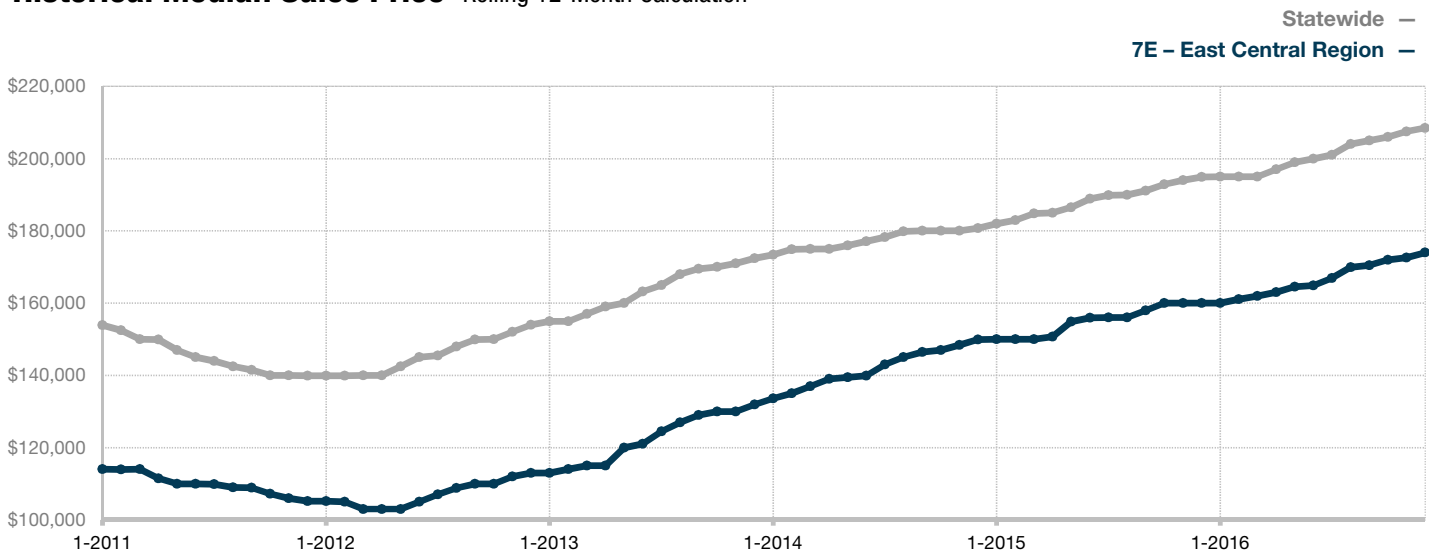
Key Metrics	December			Year to Date		
	2015	2016	Percent Change	Thru 12-2015	Thru 12-2016	Percent Change
New Listings	168	120	- 28.6%	4,346	4,096	- 5.8%
Closed Sales	207	211	+ 1.9%	2,783	3,053	+ 9.7%
Median Sales Price*	\$150,000	\$165,000	+ 10.0%	\$160,000	\$174,000	+ 8.7%
Percent of Original List Price Received*	93.2%	92.7%	- 0.5%	94.9%	95.3%	+ 0.4%
Days on Market Until Sale	72	90	+ 25.0%	70	68	- 2.9%
Months Supply of Inventory	3.7	2.6	- 29.7%	--	--	--

\* Does not account for sale concessions and/or down payment assistance. Note: Activity for one month can sometimes look extreme due to small sample size.

### December



### Historical Median Sales Price Rolling 12-Month Calculation



# Local Market Update for December 2016

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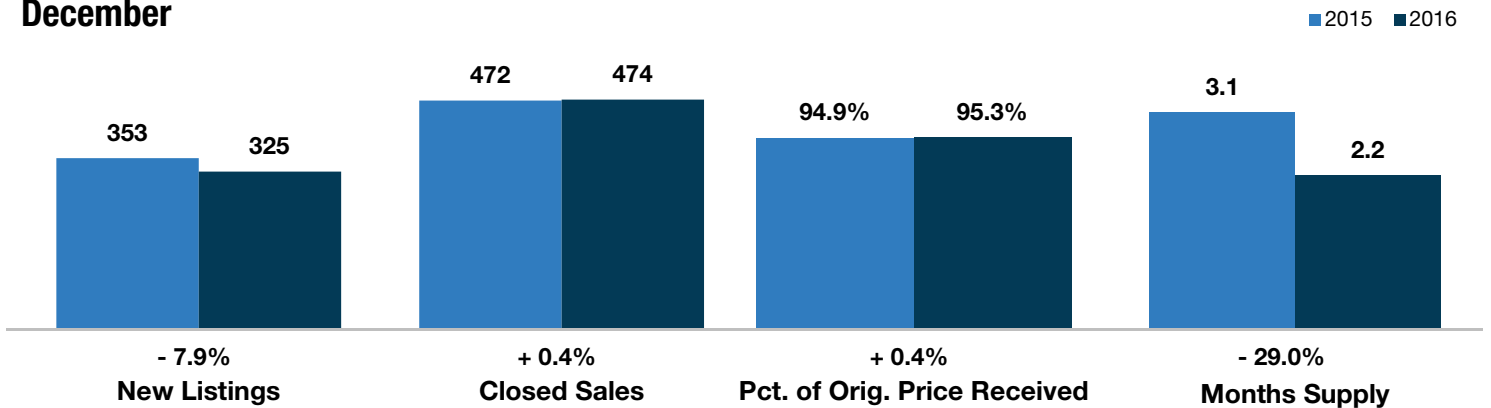


## 7W – Central Region

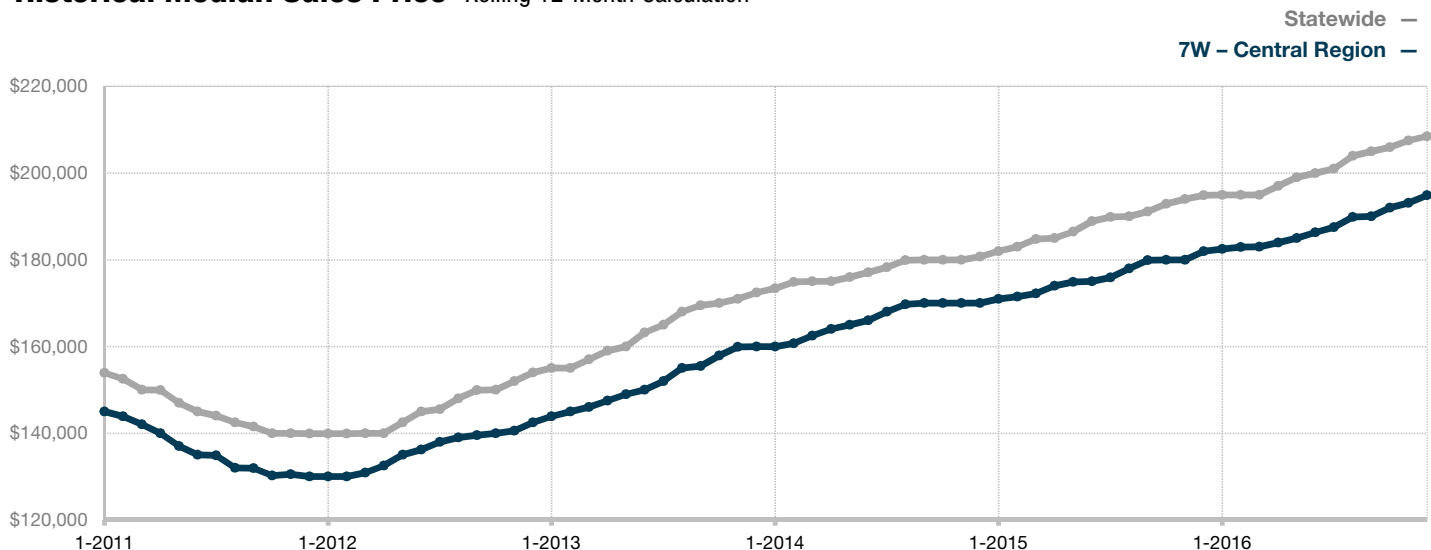
Key Metrics	December			Year to Date		
	2015	2016	Percent Change	Thru 12-2015	Thru 12-2016	Percent Change
New Listings	353	<b>325</b>	- 7.9%	9,536	<b>9,194</b>	- 3.6%
Closed Sales	472	<b>474</b>	+ 0.4%	6,667	<b>7,161</b>	+ 7.4%
Median Sales Price*	\$175,025	<b>\$194,875</b>	+ 11.3%	\$182,000	<b>\$194,900</b>	+ 7.1%
Percent of Original List Price Received*	94.9%	<b>95.3%</b>	+ 0.4%	95.7%	<b>96.5%</b>	+ 0.8%
Days on Market Until Sale	77	<b>65</b>	- 15.6%	72	<b>60</b>	- 16.7%
Months Supply of Inventory	3.1	<b>2.2</b>	- 29.0%	--	--	--

\* Does not account for sale concessions and/or down payment assistance. Note: Activity for one month can sometimes look extreme due to small sample size.

### December



### Historical Median Sales Price Rolling 12-Month Calculation



# Local Market Update for December 2016

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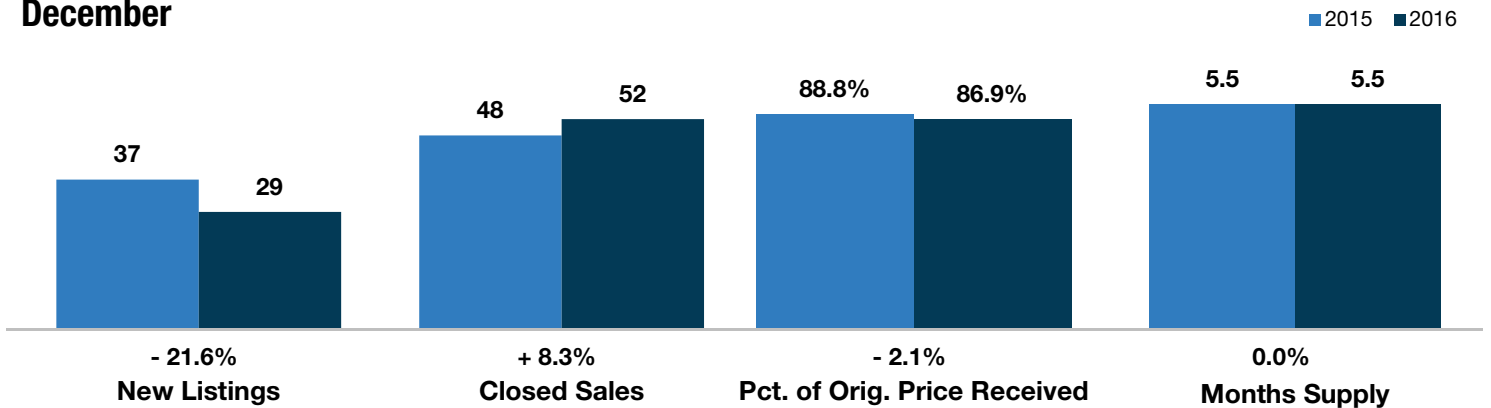


## 8 – Southwest Region

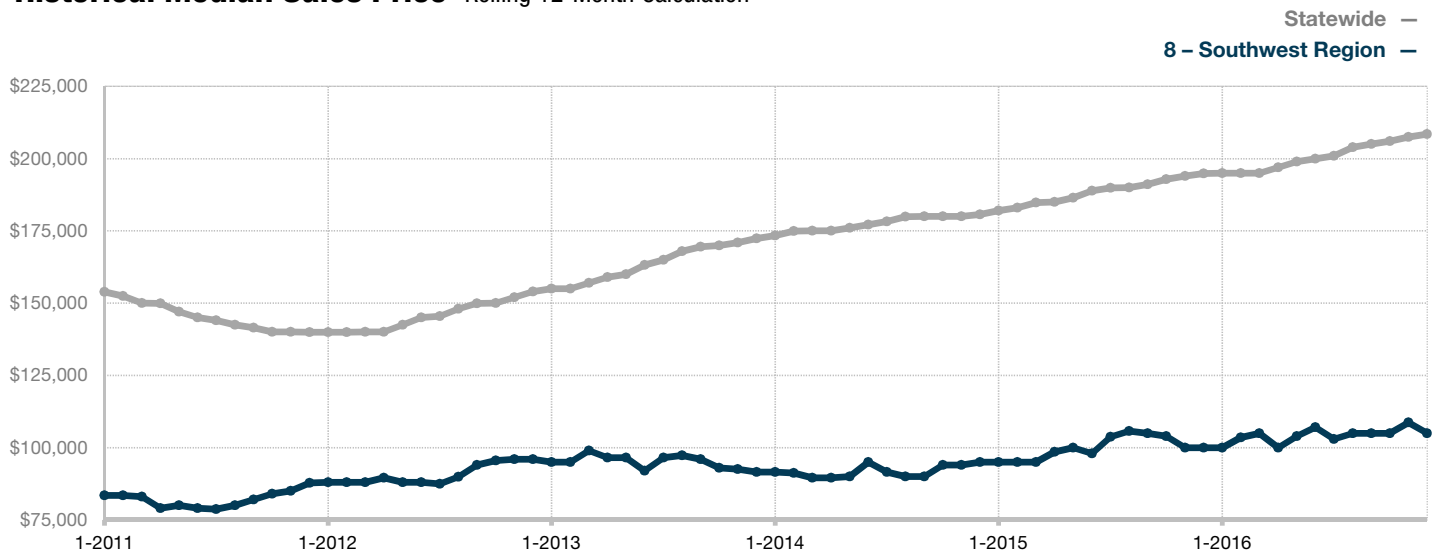
Key Metrics	December			Year to Date		
	2015	2016	Percent Change	Thru 12-2015	Thru 12-2016	Percent Change
New Listings	37	29	- 21.6%	825	908	+ 10.1%
Closed Sales	48	52	+ 8.3%	658	719	+ 9.3%
Median Sales Price*	\$100,500	\$69,000	- 31.3%	\$100,000	\$105,000	+ 5.0%
Percent of Original List Price Received*	88.8%	86.9%	- 2.1%	90.0%	90.5%	+ 0.6%
Days on Market Until Sale	98	130	+ 32.7%	127	114	- 10.2%
Months Supply of Inventory	5.5	5.5	0.0%	--	--	--

\* Does not account for sale concessions and/or down payment assistance. Note: Activity for one month can sometimes look extreme due to small sample size.

### December



### Historical Median Sales Price Rolling 12-Month Calculation



# Local Market Update for December 2016

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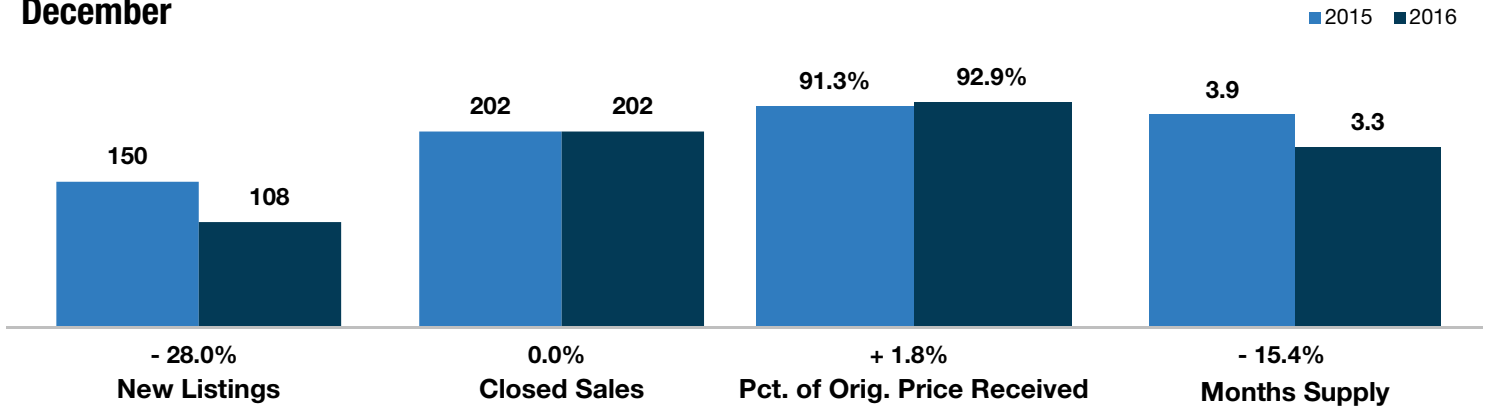


## 9 – South Central Region

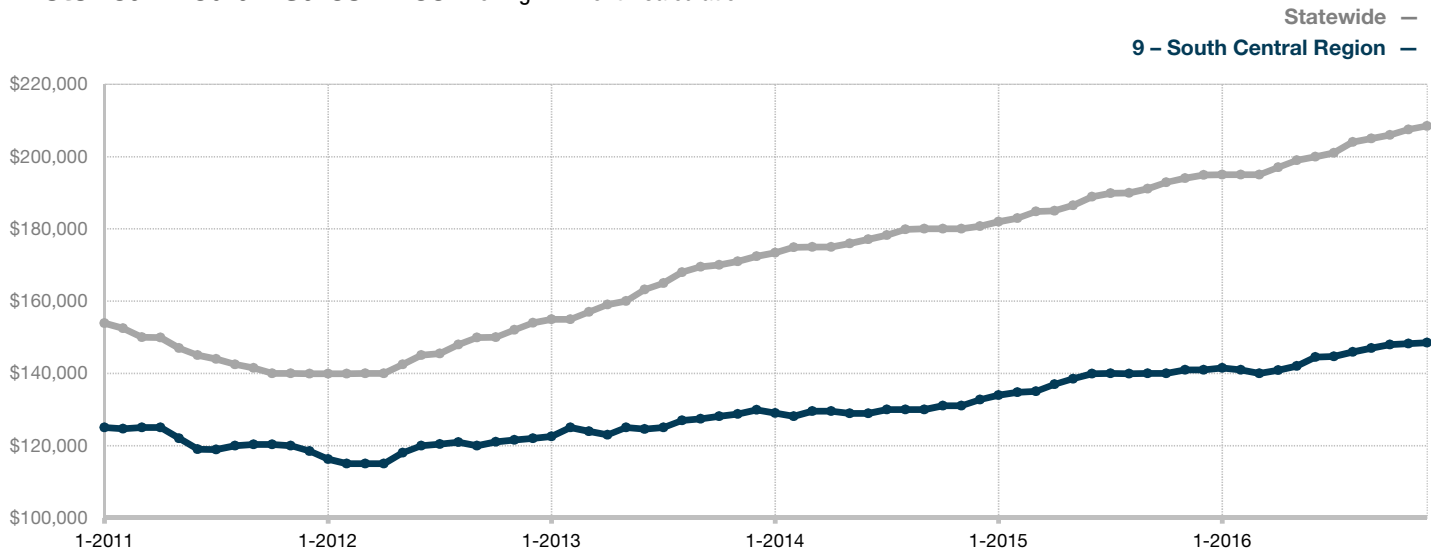
Key Metrics	December			Year to Date		
	2015	2016	Percent Change	Thru 12-2015	Thru 12-2016	Percent Change
New Listings	150	<b>108</b>	- 28.0%	3,617	<b>3,595</b>	- 0.6%
Closed Sales	202	<b>202</b>	0.0%	2,793	<b>2,953</b>	+ 5.7%
Median Sales Price*	\$135,500	<b>\$140,500</b>	+ 3.7%	\$141,000	<b>\$148,500</b>	+ 5.3%
Percent of Original List Price Received*	91.3%	<b>92.9%</b>	+ 1.8%	93.3%	<b>94.2%</b>	+ 1.0%
Days on Market Until Sale	130	<b>116</b>	- 10.8%	121	<b>114</b>	- 5.8%
Months Supply of Inventory	3.9	<b>3.3</b>	- 15.4%	--	--	--

\* Does not account for sale concessions and/or down payment assistance. Note: Activity for one month can sometimes look extreme due to small sample size.

### December



### Historical Median Sales Price Rolling 12-Month Calculation



# Local Market Update for December 2016

A Research Tool Provided by the Minnesota Association of REALTORS®

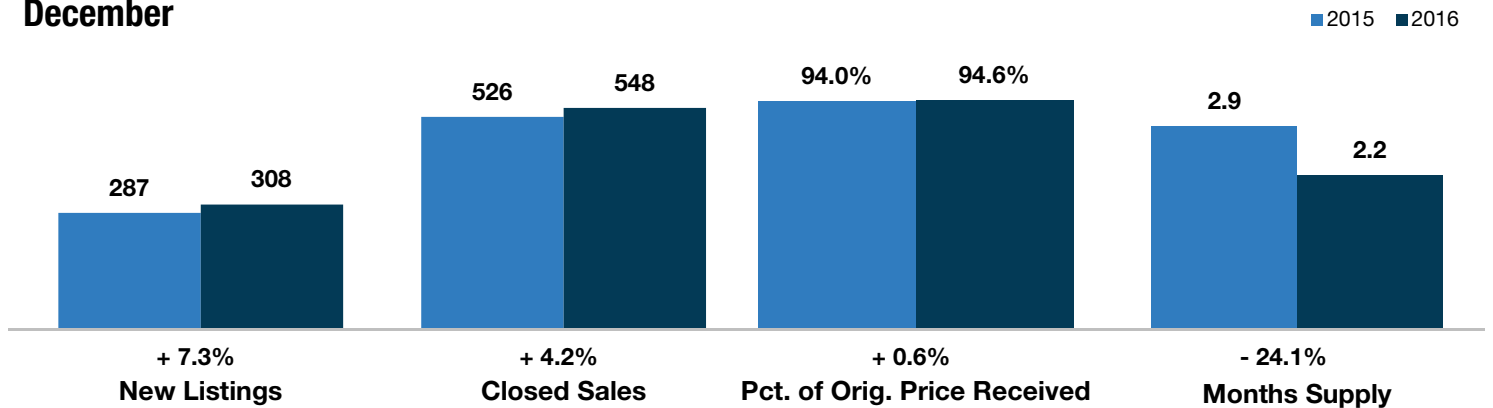


## 10 – Southeast Region

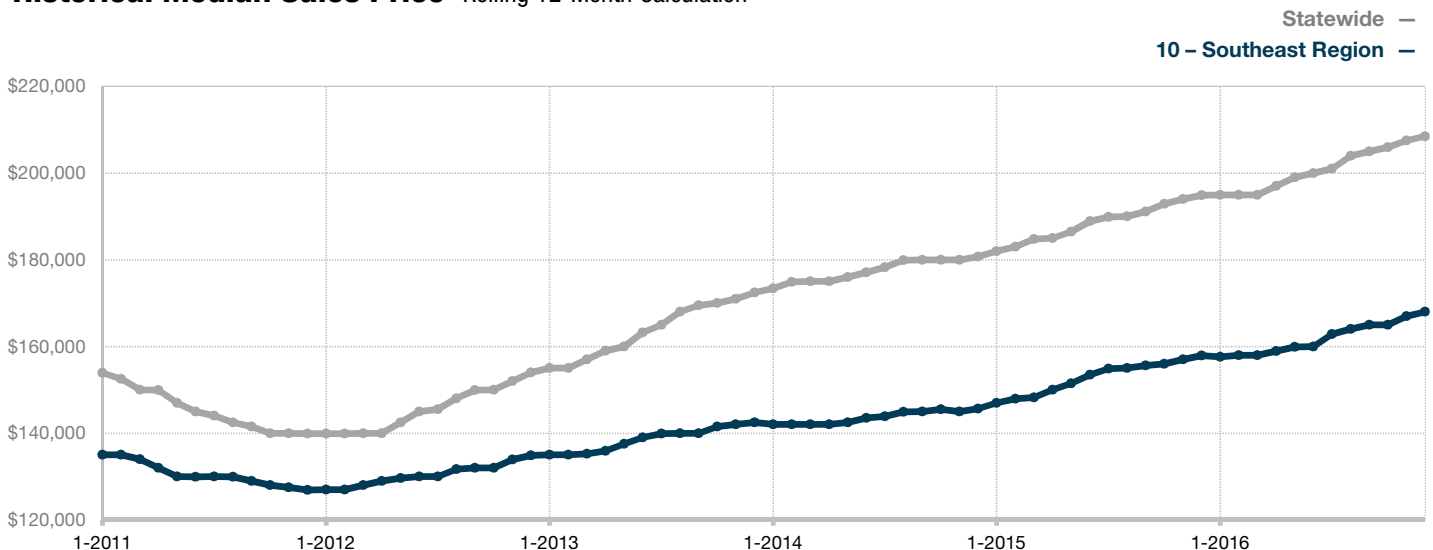
Key Metrics	December			Year to Date		
	2015	2016	Percent Change	Thru 12-2015	Thru 12-2016	Percent Change
New Listings	287	308	+ 7.3%	8,731	8,448	- 3.2%
Closed Sales	526	548	+ 4.2%	7,418	7,442	+ 0.3%
Median Sales Price*	\$145,250	\$162,500	+ 11.9%	\$157,900	\$168,000	+ 6.4%
Percent of Original List Price Received*	94.0%	94.6%	+ 0.6%	95.1%	96.1%	+ 1.1%
Days on Market Until Sale	84	78	- 7.1%	83	72	- 13.3%
Months Supply of Inventory	2.9	2.2	- 24.1%	--	--	--

\* Does not account for sale concessions and/or down payment assistance. Note: Activity for one month can sometimes look extreme due to small sample size.

### December



### Historical Median Sales Price Rolling 12-Month Calculation



# Local Market Update for December 2016

A Research Tool Provided by the Minnesota Association of REALTORS®

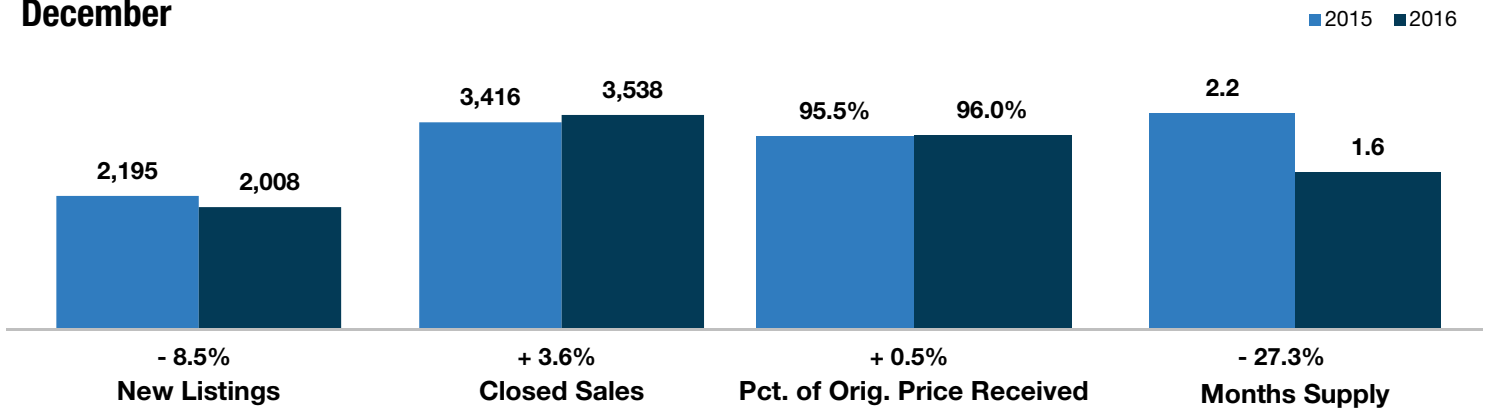


## 11 – 7-County Twin Cities Region

Key Metrics	December			Year to Date		
	2015	2016	Percent Change	Thru 12-2015	Thru 12-2016	Percent Change
New Listings	2,195	<b>2,008</b>	- 8.5%	66,452	<b>65,679</b>	- 1.2%
Closed Sales	3,416	<b>3,538</b>	+ 3.6%	48,739	<b>51,674</b>	+ 6.0%
Median Sales Price*	\$223,063	<b>\$231,800</b>	+ 3.9%	\$224,900	<b>\$236,900</b>	+ 5.3%
Percent of Original List Price Received*	95.5%	<b>96.0%</b>	+ 0.5%	96.6%	<b>97.5%</b>	+ 0.9%
Days on Market Until Sale	58	<b>52</b>	- 10.3%	53	<b>46</b>	- 13.2%
Months Supply of Inventory	2.2	<b>1.6</b>	- 27.3%	--	--	--

\* Does not account for sale concessions and/or down payment assistance. Note: Activity for one month can sometimes look extreme due to small sample size.

### December



### Historical Median Sales Price Rolling 12-Month Calculation

